

## Part Nine

### The Truth about Contractor versus Employee Relationships

In this session Paul and Neil will share with you:

- Why health professional engage contractors and the risk this may pose them in the future.
- One Health Professionals horror story and how an \$8,000 dispute with a contractor could have cost nearly \$80,000 and what he had to do to settle the case for \$40,000.
- The six key pieces of legislation that effect the engagement of contractors and how any of these can leave you open to legal issues and risk.
- Why the 80% test is not all you need to pass to engage a contractor in your health business.
- Why your contractor having their own ABN is not enough to satisfy the legislation.
- The worst advice most contractors ever get from their accountant and why this opens the business owner to risk of litigation.
- How the ATO are targeting those who claim to be contractors - in batches of 20,000 at a time and how health providers may get caught up in this crackdown.
- How many health business owners are not complying with the Superannuation Guarantee Charge for their contractors.
- Why your contractor agreement is more than likely non-compliant and how to fix it.
- The truth about your Workcover, Superannuation and Payroll Tax liabilities for your current contractors and how not declaring these payment can be the trigger the ATO need to identify you as non-compliant and subject to penalties and fines.
- The common law agreement that reduces your risk from all litigation and legal risk from the ATO, FWA and sits outside the current legal framework.

**Special Bonus Session** - "Four New High Tech Treatment Options That Will Increase Your Revenue by \$1000 Every Week" with Physiotherapist Craig Mathews

#### Paul Wright B.App.Sc ( Physio ), Dip.Ed.(P.E.) Adv. Dip. (Business Management)

Since graduating as a Physical Education teacher in 1987, and then as a Physiotherapist in 1990, Paul Wright has opened multiple multi-disciplinary health clinics, closed a few, been locked out of one and sold some others. Since selling his health businesses Paul now prefers spending even more time with his family and friends, at the beach, or at home working on the Million Dollar Health Professional Program, Profit Club, One on One Coaching, The Practice Acceleration Program, presenting live seminars and working on his most recent passion - The One Minute Practice program.

#### Other Paul Wright Programs and Opportunities include:

- Profit Club
- Physioprofessor.com
- The Practice Acceleration Program
- The Ultimate Patient Attraction System
- Ultimate Front Desk Training System
- One on One Coaching Program
- One Minute Practice

To find out more go to:  
[www.HealthBusinessProfits.com](http://www.HealthBusinessProfits.com)  
[www.OneMinutePractice.com](http://www.OneMinutePractice.com)  
[www.PhysioProfessor.com](http://www.PhysioProfessor.com)

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THE MILLION DOLLAR  
HEALTH PROFESSIONAL  
presents  
Part Nine  
The Truth about Contractor versus Employee Relationships

## Part Nine

### The Truth about Contractor versus Employee Relationships What All Health Business Owners MUST Know

*presented by*

### THE MILLION DOLLAR HEALTH PROFESSIONAL

*presented by*  
**Paul Wright  
& Neil Fairley**

